

(ATTACHMENT #6)

TRUCKSTOPs of AMERICA
OFFICE CORRESPONDENCE

June 20, 1988

General Managers
Restaurant Managers
Store Managers

CONVENIENCE PRODUCTS
SNACKS, CANDY, CIGARETTES

As a result of the convenience product surveys that each of you conducted, we have issued new retail prices and have expanded the product line available from the Nashville D.C.

PRODUCT LINE

Attached is the latest products and retail price listing for counter/snack items available from the D.C. Thirty-six new items have been added including Plenty Pack gum and the Nabisco "snack a long" product line. These items will sell well and bring profit margins between 40 and 53%.

RETAIL PRICING

Retail pricing on snack/counter items has now been standardized for all locations. The snack/counter items available from Nashville are to be priced ONLY according to the prices published in the D.C. catalog and on your invoices. Attached are the retail pricing guidelines to be followed by all locations when pricing counter and snack items. These prices were determined from all of your "competitive" truckstop retail price surveys. Cigarette prices will be established on a location-by-location basis after a competitive survey is submitted to Ray Ganem.

By implementing the new retail on snack/counter items, we will improve our profit margin while providing consistency to our customers through the system.

The attached products are now available from the D.C. and the new retail pricing policy should be implemented immediately. Please call if you have any questions.

R. J. Ganem

M. J. Todor

RJC/MJT/AAB/ct

cc: K. S. Hedman
J. P. Murray
G. P. Ryan
B. W. West
L. J. Conway
D. R. Kopf
R. Humphrey
M. A. Page
I. W. Wagner
P. H. Fanelli

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TRUCKSTOP PRODUCT PRICING GUIDELINES

<u>PRODUCT DESCRIPTION</u>	<u>MINIMUM GROSS MARGIN</u>	<u>RETAIL (\$ or %)</u>
Cigarettes	(Prices will be set for each unit after price survey is completed.)	
Generic Cigarettes		
Other Cigarettes		
Bag/Box Candy		35/40%
Large Candy Bars	40%	\$.79
Candy Bars	44%	\$.50
Changemakers	60%	\$.05 - .10
Novelty Candy	40%	\$.10 - .59
Cough Drops - Sticks	37%	\$.50
Cough Drops - Bags	37%	\$1.29
Gum - 5/7 Stick	50%	\$.45
Gum - Value Pack	52%	\$.79
Bubble Gum	50%	\$.45
Mints	40%	\$.45
Misc./Automotive		40%
Cigars		25%
Snuff/Tobacco		25%
Snacks		40%/\$.45
Grocery (can/dry goods)		32%
Dairy, Deli/Meat, Cheeses		32%

** \$.50 where candy is not taxed.
\$.45 where candy is taxed.

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INV. LN	BUS DESCRIPTION.....	MFG. PARTNO. LN	BUS DATE EST LN	HD PRICE	RTL PR MARGIN
02500000	401 TIC TAC TREE ASSY/FLAVORS	00004 84/1	401 03-27-86	23.734	0.450 42.4
02500010	401 FRESH MINT REGULAR REFILLS	00001 (24/1)	401 03-27-86	6.554	0.450 39.3
02500020	401 CINNAMON REGULAR REFILLS 24/1	00002	401 03-27-86	6.554	0.450 39.3
02500030	401 ORANGE REGULAR REFILLS 24/1	00003	401 03-27-86	6.554	0.450 39.3
02500040	401 SPEARMINT REGULAR REFILLS 24/1	00004	401 03-27-86	6.554	0.450 39.3
02500070	401 WINTERGREEN REGULAR REFILLS 24	00007	401 03-27-86	6.554	0.450 39.3
24100146	401 PEPPERMINT/BREATHSAVR 24/1	170	401 01-01-88	6.280	0.390 33.7
24100154	401 WINTERORN/BREATHSAVR 15/1	172	401 01-01-88	6.280	0.450 39.4
24100162	401 SPEARMNT BREATHSAVR 24/1	171	401 01-01-88	6.280	0.390 33.7
76300279	401 CLORETS YUM 12/1	42036/43010	401 01-01-88	3.980	0.390 40.0
76300289	401 CERTS PEPPERMINT 24/1	71150	401 01-01-88	6.480	0.450 40.0
76300291	401 CERTS SPEARMINT 24/1	71250	401 01-01-88	6.480	0.450 40.0
76300309	401 CERTS FRUIT 24/1	71350	401 01-01-88	6.480	0.450 40.0
76300313	401 CERTS WINTERGREEN 24/1	71550	401 01-01-88	6.480	0.450 40.0
76300321	401 CERTS FIVE FLAVOR 24/1	71340	401 01-01-88	6.480	0.450 40.0
76300364	401 CLORETS MINTS 12/1	44006	401 01-01-88	3.980	0.390 40.0
76300429	401 CERTS WILD CHERRY 24/1	71740	401 01-01-88	6.480	0.450 40.0
76300437	401 CERTS BUTTERMINT 24/1	71730	401 01-01-88	6.480	0.450 40.0
76300500	401 CERTS-MINI-MINT SPEARMINT 12/1	71815	401 02-19-88	2.690	0.390 38.4
76300510	401 CERTS-MINI-MINT PEPPERMINT 12/	71814	401 02-19-88	2.690	0.390 38.4
76300520	401 CERTS MINI-MINT CHERRY 12/1	71816	401 02-19-88	2.690	0.390 38.4
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24100061	402 CAREFREE PEPPERMINT 30/24/1	811	402 01-01-88	4.850	0.450 33.1
24100070	402 CAREFREE SPEARMINT 30/24/1	812	402 01-01-88	4.850	0.450 33.1
24100088	402 CAREFREE CINNAMON 24/1	814	402 01-01-88	4.850	0.450 33.1
24100096	402 CAREFREE BUBBLE YUM 24/1	806	402 01-01-88	4.850	0.450 33.1

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Inv.....	SUB DESCRIPTION LN	MFG. PART NO. LN	SUB DATE EST LN	MD PRICE	RTL PR MARGIN
24100100	402 BUBBLE YUM RED 18/24/1	940 402 01-01-68	5.040	0.450	53.3
24100142	402 BUBBLE YUM GRAPE 18/24/1	60930-1 402 01-01-68	5.040	0.450	53.3
24100193	402 OREO COOKIES 1.5 OZ 12/1	629 402 [REDACTED]	3.000	0.490	48.9
24100200	402 CHIPB AHoy 1.8 OZ 12/1	00427 402 [REDACTED]	3.000	0.490	48.9
24100210	402 LIFE SAVER-SUNSHINE FRUIT 20/1	288 402 [REDACTED]	5.400	0.450	40.0
24100220	402 LIFE SAVER-SPEARMINT 20/1	138 402 [REDACTED]	5.400	0.450	40.0
24100230	402 LIFE SAVER-BUTTER RUM 20/1	0276 402 [REDACTED]	5.400	0.450	40.0
24100240	402 LIFE SAVER-WILD CHERRY	0273 402 [REDACTED]	5.400	0.450	40.0
24100250	402 BUBBLE YUM-SUGARLEBS REGULAR	980 402 [REDACTED]	5.040	0.450	53.3
24100260	402 BUBBLE YUM FRUIT 18/24/1	946 402 [REDACTED]	5.040	0.450	53.3
24100270	402 CAREFREE 8 TO PACK-BUBBLE GUM	384 402 [REDACTED]	5.606	0.790	40.9
24100280	402 OREO BIG STUFF 1.7 OZ COOKIE	00373 402 [REDACTED]	3.000	0.490	74.4
24100290	402 COOKIE BREAK COOKIES 1.6 OZ 12	00574 402 [REDACTED]	3.000	0.490	48.9
24100300	402 PECAN SHORTBREAD COOKIE 1.9 OZ	00428 402 [REDACTED]	3.000	0.490	48.9
24100310	402 F10 NEWTON COOKIES 2.0 OZ 12	00489 402 [REDACTED]	3.000	0.490	48.9
24100320	402 NUTTER BUTTER PBUT COOKIE 1.7	02921 402 [REDACTED]	3.000	0.490	48.9
24100330	402 LORNA DOONE SHORTBREAD 1.9 12/1	02923 402 [REDACTED]	3.000	0.490	512.2 48.9
24100340	402 NILLA WAFERS 1.25 OZ 12/1	02924 402 [REDACTED]	3.000	0.490	48.9
24100350	402 ALMOST HOME NUT BROWNIE 2.3 OZ	02925 402 [REDACTED]	3.000	0.490	48.9
24100360	402 CHEESE SQUARE 1.9 OZ CRACKERS	07532 402 [REDACTED]	5.460	0.490	53.6
24100370	402 ROUND TOAST 1.5 OZ CRACKER 24	07533 402 [REDACTED]	5.460	0.490	53.6
24200019	402 WRIGLEY'S SPEARMINT(5) 36/20/1	21471 402 01-01-68	2.500	0.350	64.2
24200023	402 DOUBLEMINT(5) 36/20/1	21472 402 01-01-68	2.500	0.350	64.2
24200031	402 JUICY FRUIT(5) 36/20/1	21473 402 01-01-68	2.500	0.350	64.2
24200040	402 BIG RED(5) 36/20/1	21474 402 01-01-68	2.500	0.350	64.2
24200058	402 FREEDENT SPEARMINT(5) 36/20/1	21830 402 01-01-68	3.730	0.450	56.4
24200066	402 FREEDENT PEPPERMINT(5) 36/20/1	21836 402 01-01-68	3.730	0.450	56.4

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INV.....	BU	DESCRIPTION.....	MFG. PART NO.	BVB DATE	WD PRICE	ACTIVE	RTL PR MARGIN
	LN			LN			
76300232	402	TRIDENT SPEAR SUGARLESS 24/1	61303 402	01-01-68	4.850	0.450	53.1
76300240	402	TRIDENT FRUIT SUGARLESS 24/1	61422 402	01-01-68	4.850	0.450	53.1
76300259	402	TRIDENT CINNA SUGARLESS 24/1	61281 402	01-01-68	4.850	0.450	53.1
76300267	402	TRIDENT BUBBLE SUGARLESS 24/1	61347 402	01-01-68	4.850	0.450	53.1
76300300	402	CERTS-CINNAMON 24/8	71272 402		5.400	0.450	40.0
76300600	402	CHEWELS-SUGARLESS-CINNAMON 24/8	36060 402		5.040	0.450	53.3
76300610	402	CHEWELS-BUBBLE GUM FRUIT 24/8	36060 402		5.040	0.450	53.3
76300620	402	CHICLETS GUM-FRUIT FLAVOR 20/8	10428 402		4.000	0.450	53.3
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00100009	403	GIANT SUPER SLIM 40/1	11550755704633 403	06-24-84	6.342	0.390	77.6
00100013	403	SIG SLIM RED HOT 24/1	11520 403	01-01-68	5.250	0.450	53.3
00100021	403	SLIM JIM BEEF JERKY 24/1	11860 403	01-01-68	4.223	0.450	60.8
00100030	403	SUPER JERK 24/1	18530 403	01-01-68	6.342	0.390	53.2
00100048	403	PENROSE FIRECRACKER 12/1	32060/30010 403	01-01-68	3.038	0.450	81.3
00100056	403	SLIM JIM BEEF STICK 24/1	11850 403	01-01-68	4.383	0.390	53.0
00100064	403	SUMMER SAUSAGE 12/1	11110 403	01-01-68	3.050	1.090	76.6
00100072	403	SLIM JIM SPICY IN BOXES 24/1	11090 403	01-01-68	3.312	0.450	71.8
08400010	403	MAXWELLHOUSE CREAMER 100PK 10/	88731 403	04-27-87	21.480	3.390	40.1
08400020	403	MAXWELLHOUSE COFFEE 24/1	79490 403	06-29-87	63.840	4.490	40.7
23601000	403	CANE SUGAR 2000PK/20BX-100PK	403	06-03-87	16.600	1.690	50.8
36300010	403	NABISCO - PISTACHIOS RED 12/1	7814 403	01-01-68	8.090	1.290	47.7
36300028	403	SPANISH PEANUTS SALTED 12/1	7821 403	01-01-68	4.950	0.890	53.7
36300036	403	NABISCO - BUNFLOWER SEEDS 12/1	7813 12/1 403	01-01-68	1.910	0.450	64.6
36300044	403	PEANUTS VA SALTED 12/1	7822 403	01-01-68	4.950	0.890	53.7
36300052	403	WHOLE CASHEWS	7813 12/1 403	01-01-68	9.220	1.390	51.6
36300060	403	SUNFLOWER KERNELS	7816 12/1 403	01-01-68	4.470	0.890	50.2

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123 (Item(s) listed)

JUN..... SNS DESCRIPTION.....	REC PARTNO.....	SNS DATE EET	RD PRICE	RTL PR MARGIN	LN
36300079 403 MIXED NUTS 12/1		7832 403 01-01-68	9.280	1.270	40.0
36300087 403 PEANUTS 12/1		7837 403 01-01-68	9.100	0.690	32.2
36300141 403 5 OZ CHEESE BALL 12/1		7029 403 01-01-68	10.150	1.390	31.1
36300150 403 4 1/2 OZ CHEESE CURD 12/1		7030 187/1 403 01-01-68	10.190	1.390	31.1
36300168 403 6 1/2 OZ CORN CHIPS 12/1		7031 403 01-01-68	10.190	1.390	31.1
36300176 403 7 OZ PRETZEL 12/1		7033 403 01-01-68	11.000	1.390	47.2
36300184 403 6 3 OZ MIXED NUTS 12/1		7367 403 01-01-68	19.350	2.690	40.1
36300214 403 6 3 OZ CABELING 12/1		7442/7441 403 01-01-68	35.670	4.990	40.1
36300222 403 CABELING 11.5 OZ 12/1		7451 403 01-01-68	37.600	5.990	47.4
36300237 403 COCKTAIL NUT 12/1		7220 403 01-01-68	12.430	2.790	41.2
36300281 403 PEANUTS DRY ROASTED 8 OZ. 12/1		7226 403 01-01-68	14.680	2.290	46.3
36300310 403 HONEY ROASTED PEANUTS 12 OZ CN		7230 403 07-24-68	18.000	2.890	43.6
36300320 403 HONEY ROASTED PEANUTS 12/1 80		7234 403 07-24-68	5.100	0.790	46.2
36300330 403 HONEY ROASTED CASHWWS 12/1 80		7836 403 07-24-68	9.220	1.390	44.7
24100010 404 LIFE SAVER PEP-O-MINT 20/1		133 408 01-01-68	9.400	0.430	40.0
24100029 404 LIFE SAVER MINT-O-CREME 20/1		136 408 01-01-68	9.400	0.430	40.0
24100037 404 LIFE SAVER FIVE FLAVOR 20/1		279 408 01-01-68	9.400	0.430	40.0
24100045 404 LIFE SAVER TRIP/FRUIT 20/1		280/282 404 01-01-68	9.400	0.430	40.0

1228

SEND THIS FORM BY NOVEMBER 2 TO:

TRUCKSTOP OF AMERICA
4800 EAST 49TH STREET
CLEVELAND, OHIO 44125
ATTN: RAY GANEM

1 - 2 tier freestanding gum
1 - 2 tier freestanding cigarette

RJR SALES COMPANY COMBINED
DISPLAY ORDER FORM

TOA # 0670 Columbia NJ
STREET Junction Rtes 94 & I-80.
CITY Columbia,
STATE New Jersey

PLEASE HAVE RJR SALES REP SET UP DISPLAY IN THE FOLLOWING LOCATIONS:

- RESTAURANT AREA CASH REGISTER PC MGR INITIALS DJG
STORE _____ PC MGR INITIALS _____
DELI _____ PC MGR INITIALS _____
FUEL AREA _____ PC MGR INITIALS _____
C-STORE/CAR STATION AREA _____ PC MGR INITIALS _____

PAYMENTS WILL BE CREDITED ON A QUARTERLY BASIS.

APPROVED

Michael F. Ganem
GENERAL MANAGER

PLEASE CONTACT RAY GANEM (216) 271-8824 IF YOU CANNOT UTILIZE THE RJR COUNTER RACK.

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1636

SEND THIS FORM BY NOVEMBER 2 TO:

TRUCKSTOP OF AMERICA
4800 EAST 49TH STREET
CLEVELAND, OHIO 44125
ATTN: RAY GANEM

RJR SALES COMPANY COMBINED
DISPLAY ORDER FORM

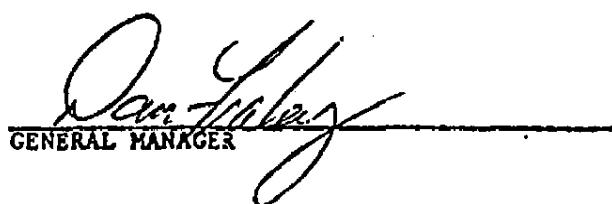
TOA # 168
STREET I80 + R764 PO Box 278
CITY Lamar Pa
STATE Penna 16848

PLEASE HAVE RJR SALES REP SET UP DISPLAY IN THE FOLLOWING LOCATIONS:

RESTAURANT AREA	<u>One</u>	PC MGR INITIALS	<u>J.F.</u>
STORE	<u>None</u>	PC MGR INITIALS	_____
DELI	<u>N/A</u>	PC MGR INITIALS	_____
FUEL AREA	<u>None</u>	PC MGR INITIALS	_____
C-STORE/CAR STATION AREA	<u>N/A</u>	PC MGR INITIALS	_____

PAYMENTS WILL BE CREDITED ON A QUARTERLY BASIS.

APPROVED


GENERAL MANAGER

PLEASE CONTACT RAY GANEM (216) 271-8824 IF YOU CANNOT UTILIZE THE RJR COUNTER BACK.

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